



Decisions & Balance

- How will both parties benefit?
- Contracts in Place ...
 - > Standard GSA Contract is 5 yrs ...either 3 years with two one year options or some variation
 - FAR Part 16 does allow fixed price contracts with incentives ... based on profit sharing.
 - Can we modify our existing Contracts? ... with mutual equity?

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Our Current Measurement Capabilities ...

- ❖BASELINE becomes an issue…it's a moving target
- We have excellent BTU Consumption data
- The most common denominator that I could perceive is a three year average

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Questions Need to be Sorted Out & Answered.

- ❖Who pays?
- Contractor, Owner, Shared Cost?
- If Contractor pays ... savings and incentive payments could begin **immediately**
- If GSA pays ... incentive payments would begin after payback is achieved

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What Happens if Proposal is accepted at end of

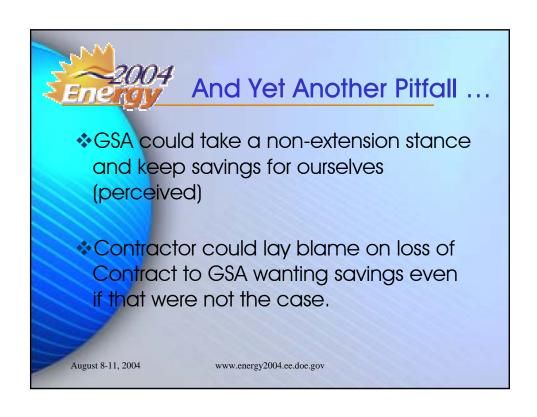
or toward end of Contract

- ❖Where does the incentive come from for the Contractor?
- Answer may be to obligate funds and pay contractor after contract is expired ...IF ... Finance will hold open a **Delivery Order for payment**

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Perhaps there are other solutions...

- An Owners IDIQ Contract for Contract close out Commissioning
- Our Contracts call for close out walk through with owner's Rep
- Our Contracts also call for 30 day period for new contactor to identify "deficiencies"

» What if ...

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Even That May Set Up Adversarial Dynamics ... *What would happen if we set up that same IDIQ contract for system commissioning ... *At six months into the contract ...

At one year into the Contract ...

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